



Grant Prospect Research & Reading RFPs



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Kimberly Hays de Muga, GPC Amanda Day, GPC

- Co-Owners of HayDay Services – speaking, coaching, and training
- Co-Creators & Co-hosts of Fundraising HayDay, a podcast about grants & such
- Combined 50+ years of grant & fundraising experience
- Grant Professional Certified (GPC)
- International Grant Trainers – more than 20,000 students
- Leadership at board levels: Grant Professionals Association (GPA), Grant Professionals Certification Institute (GPCI), Grant Professionals Foundation (GPF), and Georgia GPA chapter



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HOUSE RULES

- Use chat for connecting with your fellow attendees
- Use Q & A for questions you'd like Kimberly and Amanda to answer
- GMA will make all slides and handouts available to attendees
- This is being recording, and you will receive access to the recording via GMA

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How Do I Even Find the Right Grant for My Project?



speaking, coaching, training, & such



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How much grant funding is out there?

- CY2022 – (January – December 2022)
Corporate Giving - **\$29.5 BILLION**
- CY2022 – (January – December 2022)
Foundation Giving - **\$105.2 BILLION**
- FY2022 (October 1, 2021 – September 30, 2022)
Federal Grant Funding - **\$1.08 TRILLION**
- FY2022 (October 1, 2021 – September 30, 2022)
500,860 Federal Grant Awards



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GRANTS.GOV™
FIND. APPLY. SUCCEED.™

SEARCH: Grant Opportunities | Enter Keyword... **GO**

HOME | LEARN GRANTS | **SEARCH GRANTS** | APPLICANTS | GRANTORS | SYSTEM-TO-SYSTEM | FORMS | CONNECT | SUPPORT

GRANTS.GOV > Search Grants

SEARCH GRANTS

BASIC SEARCH CRITERIA:
 Keyword(s):
 Opportunity Number:
 CFDA:

OPPORTUNITY STATUS:
 Forecasted (562)
 Posted (2,025)
 Closed (6,530)
 Archived (65,366)

FUNDING INSTRUMENT TYPE:
 All Funding Instruments
 Cooperative Agreement (879)
 Grant (1,802)
 Other (173)
 Procurement Contract (45)

ELIGIBILITY:
 All Eligibilities
 City or township governments (1,188)
 County governments (1,232)

Let's take it for a spin!

Search Tips | Export Detailed Data |

SORT BY: Posted Date (Descending) | | **DATE RANGE:** All Available |

1 - 25 OF 2587 MATCHING RESULTS: | | 1 2 3 4 5 6 ... 104 |

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
23-620	Postdoctoral Research Fellowships in Biology	NSF	Posted	09/02/2023	11/29/2023
72067523RFA00003	Citizen Observation for Democratic Elections (CODE) Activity	USAID-GUI	Posted	09/01/2023	10/20/2023
RD-RUS-HECG23	Assistance to High Energy Cost Communities	USDA-RUS	Posted	09/01/2023	10/31/2023
HRSA-24-080	FY 2024 State and Regional Primary Care Association (PCA) Cooperative Agreements	HHS-HRSA	Posted	09/01/2023	10/31/2023
NOAA-NMFS-HCPO-2023-2008173	Coastal Habitat Restoration and Resilience Grants for Tribes and Underserved Communities, Under the BIL and IRA	DOC	Posted	09/01/2023	12/19/2023
RFA-NR-24-001	Firearm Injury Prevention in Community Healthcare Settings (R01 Clinical Trial Optional)	HHS-NIH11	Posted	09/01/2023	07/26/2024
RFA-NS-24-023	HEAL INITIATIVE: Development and validation of remote or patient wearable device derived objective biosignatures or functional assessments to monitor pain for use as endpoints in clinical trials (UG3/UH3 - Clinical Trial Optional)	HHS-NIH11	Posted	09/01/2023	01/30/2024
HHS-2024-ACF-ECD-TP-0055	FY 2024 Preschool Development Birth Through Five Renewal Grant	HHS-ACF	Forecasted	09/01/2023	

75°F Mostly sunny

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Federal Department Websites (Remember They All Have Sub-Departments)

- Department of Health and Human Services
- Department of Defense
- Department of Labor
- Department of Agriculture
- Department of Veterans Affairs
- Department of Interior
- Department of Transportation
- Department of Justice
- Department of Education
- Department of Housing and Urban Development
- Department of Homeland Security
- Department of Energy
- Department of Treasury
- Department of State
- Department of Commerce

<https://www.grants.gov/web/grants/learn-grants/grant-making-agencies.html>
<https://www.federalpay.org/departments>



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Don't Forget State Agencies in Georgia!

- Administrative Office of the Courts
- Department of Human Services
- Department of Natural Resources
- Department of Public Safety
- Division of Aging Services
- Environmental Project Division
- Department of Labor
- State Parks and Historic Sites Division
- Forestry Commission
- Georgia Emergency Management Agency
- Criminal Justice Coordinating Council
- Department of Agriculture
- Department of Community Affairs
- Department of Community Health
- Department of Economic Development
- Department of Education
- Governor's Office of Highway Safety
- State Road and Tollway Authority



Find complete listing here: <https://georgia.gov/state-organizations>

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Other agencies to consider

- Counties (where you are located)
- Georgia Association of Regional Commissions (see map on slide)



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Foundation/Corporate Funding

- Most funders look to fund 501(c)3 agencies, but there are exceptions
- So where do you find them? Typically, through paid subscriptions:
 - Foundation Directory Online (can access for free through Funding Information Network - <https://candid.org/find-us>)
 - Instrumentl – 14 day trial at no cost
 - Guidestar – can access limited data at no cost
 - IRS – free, but not as easy to drill down the data as the listings above - <https://apps.irs.gov/app/eos/>
- To improve your eligibility, options include:
 - Forming your own 501(c)3 – example: Atlanta Police Foundation, Greenprints Alliance (in Woodstock, GA)
 - Partner with 501(c)3 nonprofits in good standing



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You've Found the Grant, Now What?

- Read the funder guidelines (RFP, NOFO, FOA, etc.)
- You read the **ENTIRE** document – and no, it's not a page turner
- You are looking for eligibility **AND** competitiveness
- You are looking to see if you are **GRANT READY** for this one – in other words, do you have the ability to both **IMPLEMENT** the grant program and **ADHERE** to all the grant management regulations



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Grant Guidelines, Part 1

- Due date – pay attention to the date AND time AND time zone
- Eligibility – can your agency even apply?
- Any registration or pre-application requirements?
- What are the eligible activities?
- Are there minimum and maximum funding limits?
- What is the required match? Can it be in-kind or must it be cash?
- Where is the application housed? What portal?
- What are the formatting guidelines (things like page limits)



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Grant Guidelines, Part 2

- What is the time allowable for completing the project?
- Who is the contact person for questions about the application?
- What are the reporting requirements?
- What is the payment process?
- When will the grant awards be announced?
- Is a resolution (or board approval) required?
- In addition to the application, are there any required attachments?
- Who can sign the application?
- Is there a workshop – and is attendance required?



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Fundraising HayDay Podcast Episodes

- S1, E7 – Grant Prospect Research
- S1, E13 – Private Funding & How to Approach It
- S1, E14 – Public Funding & You
- S4, E11 – Prospect Research: What's Old is New Again
- S6, E15 – How to Read a Federal Request for Proposal

Find episodes on Apple Podcasts, Spotify, or
our website:
www.haydayservices.com/podcast/



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QUESTIONS & RESOURCE GUIDE



speaking, coaching, training, & such



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Where to find us!

HAYDAY SERVICES

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